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# Message Text

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17-12
ACTION EUR-25

INFO OCT-01 ISO-00 SPC-03 AID-20 EB-11 NSC-10 RSC-01

CIEP-02 TRSE-00 SS-20 STR-08 OMB-01 CEA-02 USIE-00

COME-00 SCI-06 SCEM-02 INT-08 SAJ-01 NIC-01 NEA-10

DRC-01 SSO-00 INRE-00 CIAE-00 DODE-00 INR-10 NSAE-00

PA-04 PRS-01 NSCE-00 ( ISO ) W
---------- 114054
O R 121153Z DEC 73
FM AMEMBASSY THE HAGUE
TO SECSTATE WASHDC IMMEDIATE 2570
INFO AMEMBASSY LONDON
AMEMBASSY MOSCOW
AMEMBASSY PARIS
USMISSION OECD PARIS

C O N F I D E N T I A L THE HAGUE 5452

LONDON FOR UNDER SECRETARY DONALDSON AND AMBASSADOR GOULD

E.O. 11652: GDS
TAGS: ENRG, NL, UR
SUBJ: DOW IMPORTS OF NAPTHA FROM SOVIET UNION

1. FARNSWORTH ARTICLE IN DEC 12 HERALD TRIBUNE REPORTED THAT SOVIET UNION IS SHIPPING "LARGE QUANTITIES OF PETROLEUM" TO DOW CHEMICAL IN TERNEUZEN. ARTICLE QUOTED CATEGORICAL DENIAL BY TASS BUT CONFIRMATION FROM DOW THAT TERNEUZEN PLANT IS RECEIVING ABOUT ONE-THIRD OF ITS NAPTHA REQUIREMENTS FROM USSR UNDER CONTRACT SIGNED BEFORE MID-EAST WAR.

2. DOW MANAGING DIRECTOR BIGGERS HAS PROVIDED EMBASSY WITH FOLLOWING FACTS: DOW HAS BEEN IMPORTING A THIRD OF ITS NAPTHA REQUIREMENTS FROM SOVIETUNION SINCE 1969. QUANTITY IMPORTED HAS NOT RISEN IN PAST THREE YEARS. INDEED SOVIETS
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ARE NOW SOMEWHAT BEHIND IN CONTRACTED DELIVERY SCHEDULE DUE

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TO ADVERSE WEATHER CONDITIONS IN NORTH SEA. DOW WOULD LIKE TO INCREASE IMPORTS FROM SOVIETS BUT HAVE THUS FAR BEEN UNABLE TO GET BIGGER CONTRACT. IN PAST DOW HAS PAID FOR SOVIET NAPTHA PARTLY IN CASH AND PARTLY IN PRODUCTS FROM TERNEUZEN PLANT. IN 1973, HOWEVER, EXPORTS OF DOW PRODUCTS WILL FULLY OFFSET COST OF NAPTHA AND IN 1974 DOW WILL BE SELLING MORE TO SOVIETS THAN VALUE OF NAPTHA IMPORTED.

3. BIGGERS ADDED THAT TERNEUZEN PLANT IS CURRENTLY OPERATING AT 60-70 PERCENT OF CAPACITY DUE TO SHORTAGE OF NAPTHA. THIS PROBLEM MAY BE SOMEWHAT EASED WHEN TOTAL REFINERY AT FLUSHING, ACROSS SCHELDE RIVER FROM TERNEUZEN, GOES ON STREAT WITHIN A FEW WEEKS BUT BIGGERS DOES NOT NOW ANTICIPATE PRODUCTION AT ABOVE 70 PERCENT OF CAPACITY FOR FORESEEABLE FUTURE.

4. COMMENT: PUBLICITY GIVEN TO THESE RUSSIAN SHIPMENTS COULD BE SERIOUSLY PREJUDICIAL TO DOW INTERESTS IN EVEN SOVIETS SHOULD DECIDE TO CANCEL CONTRACTS TO PLACATE ARABS. FOR THIS AND OTHER REASONS DOW HAS ADOPTED POLICY OF REFUSING TO DISCLOSE SOURCES OF ITS RAW MATERIAL.
TANGUY

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# Message Attributes

**Automatic Decaptioning:** X
**Capture Date:** 01 JAN 1994
**Channel Indicators:** n/a
**Current Classification:** UNCLASSIFIED
**Concepts:** n/a
**Control Number:** n/a
**Copy:** SINGLE
**Draft Date:** 12 DEC 1973
**Decaption Date:** 01 JAN 1960
**Decaption Note:**
**Disposition Action:** RELEASED
**Disposition Approved on Date:**
**Disposition Authority:** mcintyresh
**Disposition Case Number:** n/a
**Disposition Comment:** 25 YEAR REVIEW
**Disposition Date:** 28 MAY 2004
**Disposition Event:**
**Disposition History:** n/a
**Disposition Reason:**
**Disposition Remarks:**
**Document Number:** 1973THEHA05452
**Document Source:** CORE
**Document Unique ID:** 00
**Drafter:** n/a
**Enclosure:** n/a
**Executive Order:** RR
**Errors:** N/A
**Film Number:** n/a
**From:** THE HAGUE
**Handling Restrictions:** n/a
**Image Path:**
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**Legacy Key:** link1973/newtext/t19731228/aaaaaufk.tel
**Line Count:** 82
**Locator:** TEXT ON-LINE
**Office:** ACTION EUR
**Original Classification:** CONFIDENTIAL
**Original Handling Restrictions:** n/a
**Original Previous Classification:** n/a
**Original Previous Handling Restrictions:** n/a
**Page Count:** 2
**Previous Channel Indicators:**
**Previous Classification:** CONFIDENTIAL
**Previous Handling Restrictions:** n/a
**Reference:** n/a
**Review Action:** RELEASED, APPROVED
**Review Authority:** mcintyresh
**Review Comment:** n/a
**Review Content Flags:**
**Review Date:** 25 JUL 2001
**Review Event:**
**Review Exemptions:** n/a
**Review History:** RELEASED <25-Jul-2001 by willialc>; APPROVED <17-Sep-2001 by mcintyresh>
**Review Markings:**

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EO Systematic Review
30 JUN 2005

**Review Media Identifier:**
**Review Referrals:** n/a
**Review Release Date:** n/a
**Review Release Event:** n/a
**Review Transfer Date:**
**Review Withdrawn Fields:** n/a
**Secure:** OPEN
**Status:** NATIVE
**Subject:** DOW IMPORTS OF NAPTHA FROM SOVIET UNION
**TAGS:** ENRG, NL, UR
**To:** SECSTATE WASHDC LONDON MOSCOW PARIS OECD PARIS
**Type:** TE
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

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